

Pavlos Anastasiadis

IT Management studies graduate with expertise in computer science and data analytics. Proficient in leadership, problem solving, critical analysis, communication and public speaking evidenced by successful academic study, business consulting, radio presenting and roles in higher education. Proactive in developing opportunities demonstrated by entrepreneurship when collaborating with others to start up a B2B distribution-wholesale business.

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Work Experience

K.A.S. Private Company, *External Consultant*, Thessaloniki, Greece 2019 – Present

- K.A.S. is a company that specialises in coffee distribution by implementing modern day supply chain methodologies such as integrated logistics and creating new communication channels like the *KAS B2B* app.
- Created the initial business strategy alongside the company's founder, Stylianos K. and planned pivot efforts to mitigate impact of COVID-19 which resulted in maintaining profits and the business' viability.
- Leveraging data and conducting market research to assess opportunities for expansion within Greece and Europe.

L.U. Management School, *Student Ambassador*, Lancaster, UK 2018 – 2019

- Organised webinars for prospective students and highlighting the strengths of my university.
- Informed recruiters about the opportunities that my university can offer to its students.
- Advised accepted students on the dos and don'ts of university.
- Guided groups of applicants-parents on open days.

Volunteering

Lancaster Student Union, *Academic representative*, Lancaster, UK 2018 – 2019

- Academic reps are elected students that work for the student union. As an academic representative, I served as the communication channel between my classmates and the department.

BairriggFM, *Radio Presenter*, Lancaster, UK 2018 – 2019

- As a radio presenter I got to run my own show, which was broadcasted live every week on the student radio station, as well as organise events and interviews.

Education

Lancaster University, Lancaster, UK 2018 – 2019

Information Technology, Management and Organisational Change (ITMOC), Masters

Relevant Modules:

- Information, Technology and Organisations
- Knowledge Management and IT
- Strategy, IT and Digital Business
- Cyber Security and Enterprise Resilience: Social Aspects of the Digital Age
- Systemic Interventions and Consulting

Lancaster University, Lancaster, UK 2015 – 2018

Computer Science, Bachelors

Relevant Modules:

- Artificial Intelligence
- Security and Risk

- Databases
- Social, Ethical and Professional Issues in Computing
- Computer Science Group Project
- Languages and Compilation

Skills

Language and Computer Skills

- Presentation: Word, PowerPoint, Premier, Power BI, Tableau
- Data Analysis: Python(Pandas, Matplotlib, seaborn), Matlab, MYSQL, R, Excel
- Development: Java, C, C++, Python, Javascript
- Bilingual fluency in English and Greek, elementary Dutch

Problem Solving

- Familiar with the agile manifesto through courses in Computer Science and ITMOC and implemented the methodology in my Computer Science Group Project.
- Experienced with designing and developing solutions to high complexity problems demonstrated by my Natural Language Processing coursework on Language Identification for my Artificial Intelligence course.
- Implemented stakeholder analysis in mixed group audiences preparing for large audience public presentations. This certified that attendees felt the speech was personalised to their queries and viewpoints.
- Developed and emphasised the importance of cultural sensibility as an academic representative for my master's course.

Analytical

- As the academic representative for my course, I reviewed the feedback my classmates gave me and assessed which parts of the course needed to be re-examined by the teaching staff. This procedure established betterment of the course for future students.
- For my university course, evaluating sources, interpreting studies, supporting arguments through evidence.
- Critically analysed data by evaluating consumer patterns of behaviour and visualised this data into client presentations demonstrating trends in the domestic market.

Communication

- Constructed the rules and guidelines that news producers and interviewers were obliged to follow to align with the Ofcom regulations.
- Organised and facilitated webinars for international prospective students. Received positive impact from the admission team and many of the students that attended the webinar exhibited enthusiasm.
- Promoted Lancaster university in the QS World Grad School Tour as an alumnus, showcasing the strengths of the university as an institution and persuading attendees to sign up for the admission newsletter.

Teamwork

- Collaborated with peers to create a start-up based in our hometown (Thessaloniki).
- Actively participated in team-based coursework such as the Group Project module in Computer Science where I led the design aspect of a physics-based game, administrating tasks to team members and producing an implementation report.
- Participated in Lancaster University Cycling Club's 24hr challenge, cycling and campaigning to raise funds. The club succeeded in reaching the donation goal set and aided the world bicycle relief.

Interests

- Drawing, Running and Skiing are hobbies that also serve as a form of self-expression and enable me to be confident in my creative ambitions.
- Coding, Popular Science and Public Speaking have made me more thoughtful in my approach to information and the perceptions I have about it.

References available upon request.